MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
300 N. 2nd Street, Suite 11, Jacksonville Beach, Florida 32250

For further editorial information contact:
M. LANCE MILLER, CAE, EXECUTIVE DIRECTOR
Telephone: (904) 249-0448

FOR RELEASE: IMMEDIATELY

July 1986 Billings for Metal Treaters
OFF 3.3% FROM PREVIOUS JULY

For the sixth time in the past seven months, sales performance has been off from the same month in 1985. In July, Commercial Heat Treaters recorded $37.4 million in sales. By comparison, the July 1985 total was $38.7 million.

For the year-to-date, the industry has recorded billings of $284.2 million, off 1.6% from the 1985 total for this period of $288.8 million.

Four out of nine MTI districts reported lower sales than in July 1985. These same four districts have experienced a year-to-date drop as well, when compared to 1985.

A summary of percentage change by geographic regions follows:

	District	Jul 86 vs. Jul 85	Total 1986 vs. 1985
1	New England (MA-RI-CT)	13.2	10.7
2	Middle Atlantic (NY-NJ-E.PA-MD)	-10.0	- 5.3
3	South Central (W.PA-OH-IN-KY)	4.8	5.3
4	Michigan	- 9.8	- 3.3
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	5.8	9.3
6	North Central (IL-WI-MN-MO-IA)	- 6.3	- 7.3
7	Pacific Coast (CA-AZ-ORE-WASH)	1.7	0.2
8	Southwest (TX-OK-AR-CO-LA-UT)	-33.7	-25.2
9	Canada	8.4	9.2

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METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

JULY, 1986

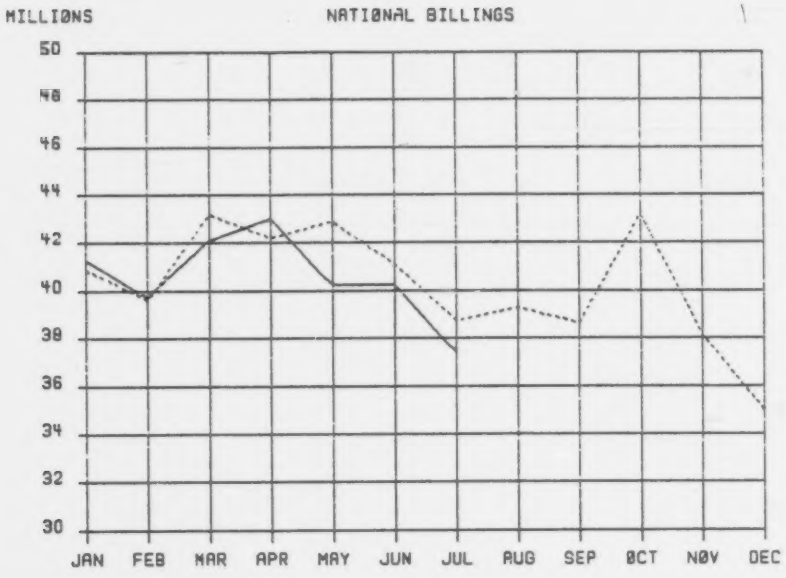
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1985	1986	%	1985	1986
Total	319	38740.9	37443.8	- 3.3	100.0	100.0
Dist. 1	17	2662.9	3014.1	13.2	6.9	8.0
Dist. 2	44	4385.6	3946.2	-10.0	11.3	10.5
Dist. 3	60	7048.7	7386.9	4.8	18.2	19.7
Dist. 4	33	5530.8	4990.6	- 9.8	14.3	13.3
Dist. 5	23	2029.0	2147.4	5.8	5.2	5.7
Dist. 6	49	6468.0	6062.3	- 6.3	16.7	16.2
Dist. 7	41	5585.3	5682.6	1.7	14.4	15.2
Dist. 8	25	2940.8	1948.4	-33.7	7.6	5.2
Dist. 9	16	2090.0	2265.3	8.4	5.4	6.0
Foreign	11					

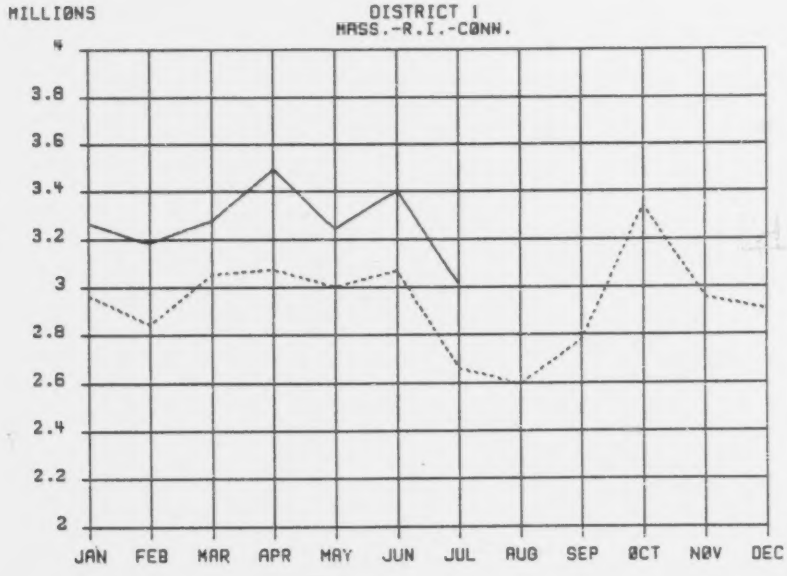
BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1985	1986	%	1985	1986
Total	288776.2	284192.3	- 1.6	100.0	100.0
Dist. 1	20676.1	22887.8	10.7	7.2	8.1
Dist. 2	33035.1	31272.9	- 5.3	11.4	11.0
Dist. 3	50400.0	53064.0	5.3	17.5	18.7
Dist. 4	40645.4	39315.6	- 3.3	14.1	13.8
Dist. 5	14931.4	16320.4	9.3	5.2	5.7
Dist. 6	51816.9	48025.8	- 7.3	17.9	16.9
Dist. 7	40703.5	40788.1	0.2	14.1	14.4
Dist. 8	21583.7	16155.1	-25.2	7.5	5.7
Dist. 9	14984.0	16362.7	9.2	5.2	5.8

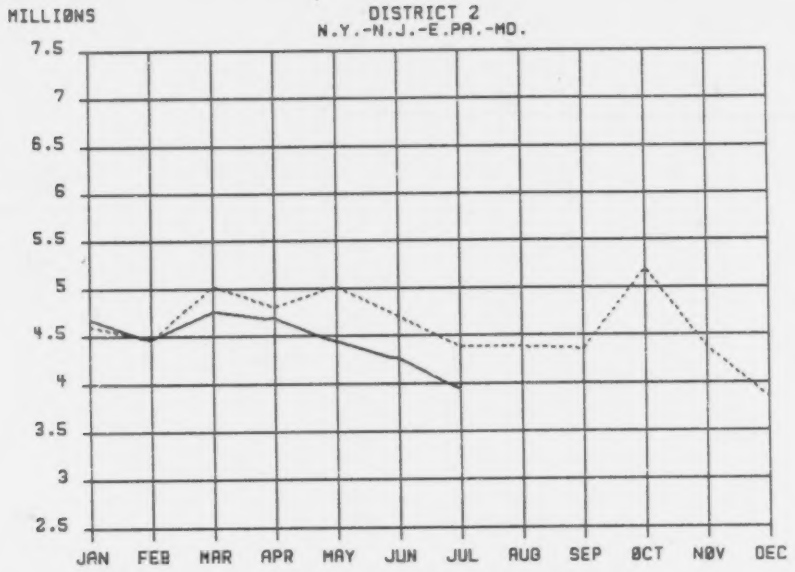
[1] Total MTI membership including firms that do not participate in monthly analysis. Updated: 2/86



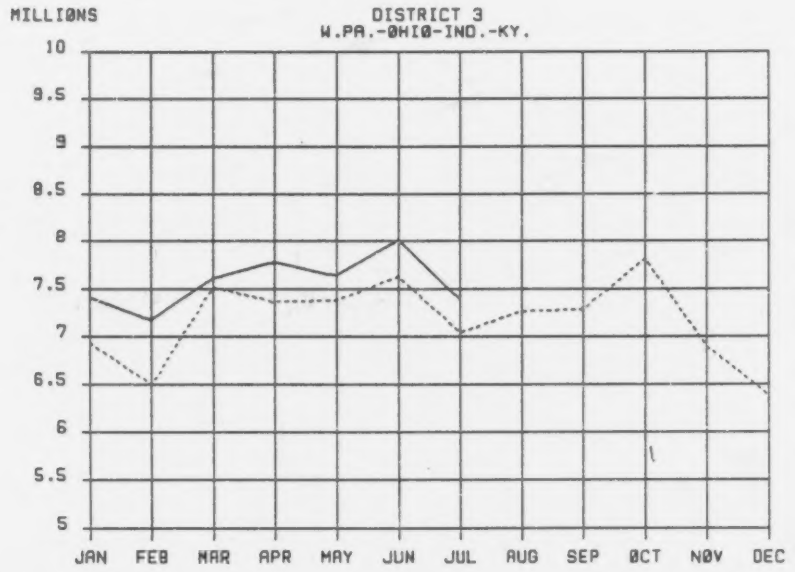
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	0.9	0.3	-2.5	1.9	-6.2	-2.2	-3.3					
% Change	Cumulative	0.9	0.6	-0.4	0.2	-1.1	-1.3	-1.6					



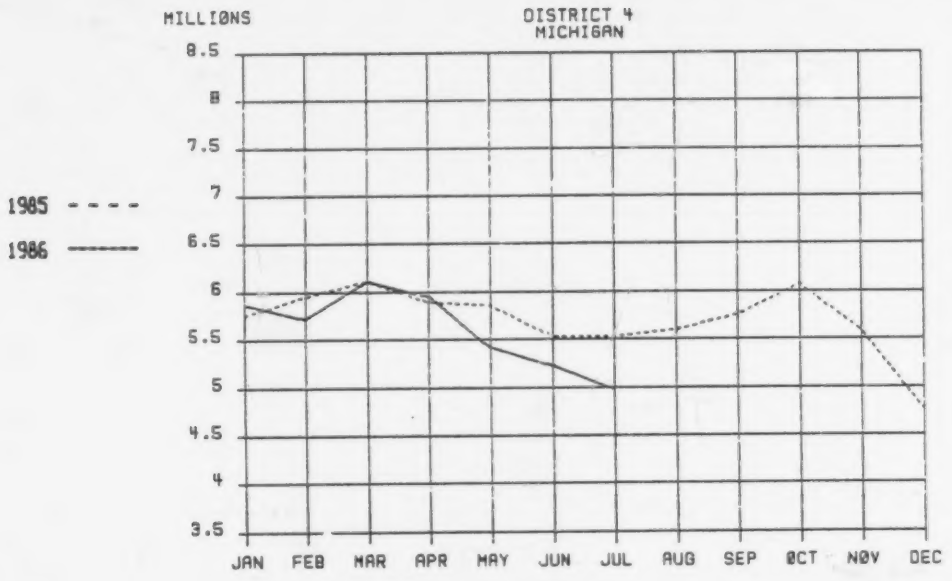
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	10.0	12.0	7.3	13.7	8.1	10.9	13.2					
% Change	Cumulative	10.0	11.0	9.7	10.7	10.2	10.3	10.7					



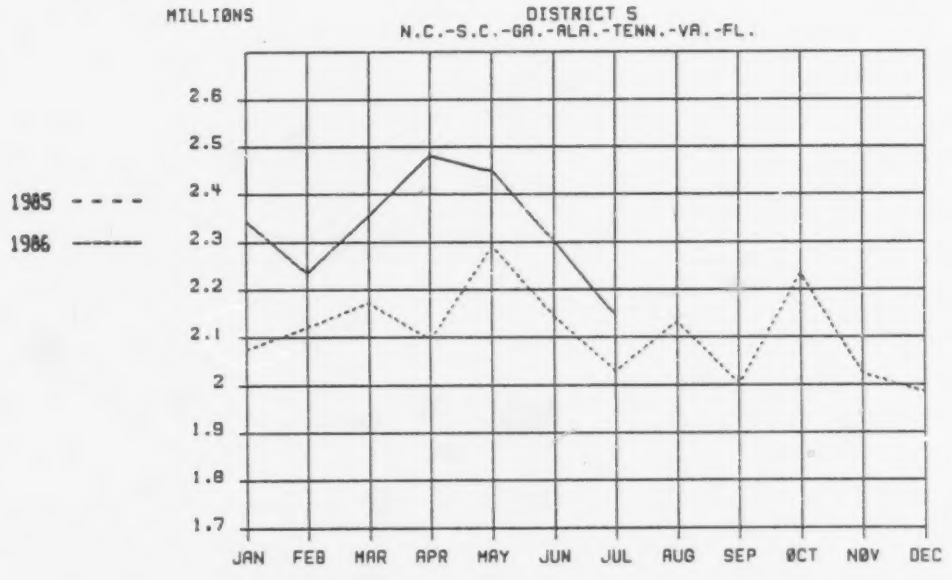
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	1.6	0.2	-5.3	-2.4	-11.6	- 9.3	-10.0					
% Change	Cumulative	1.6	0.9	-1.3	-1.6	- 3.7	- 4.6	- 5.3					



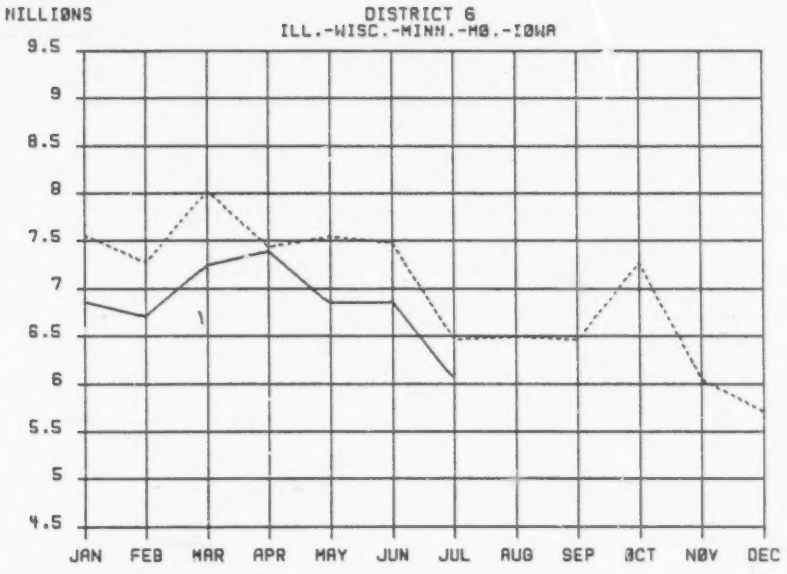
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	6.9	10.5	1.2	5.7	3.7	5.1	4.8					
% Change	Cumulative	6.9	8.6	6.0	5.9	5.4	5.4	5.3					



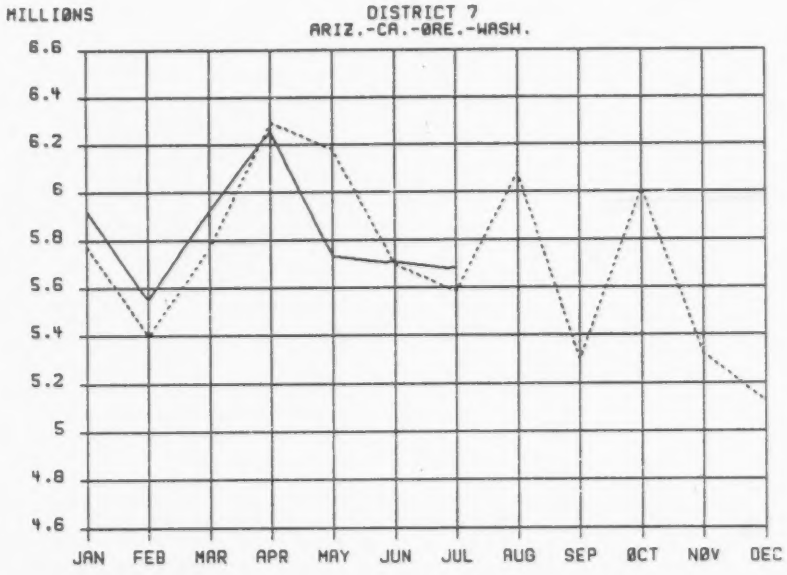
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.0	-3.9	0.0	1.1	-7.5	-5.4	-9.8					
% Change	Cumulative	2.0	-1.0	-0.7	-0.2	-1.7	-2.2	-3.3					



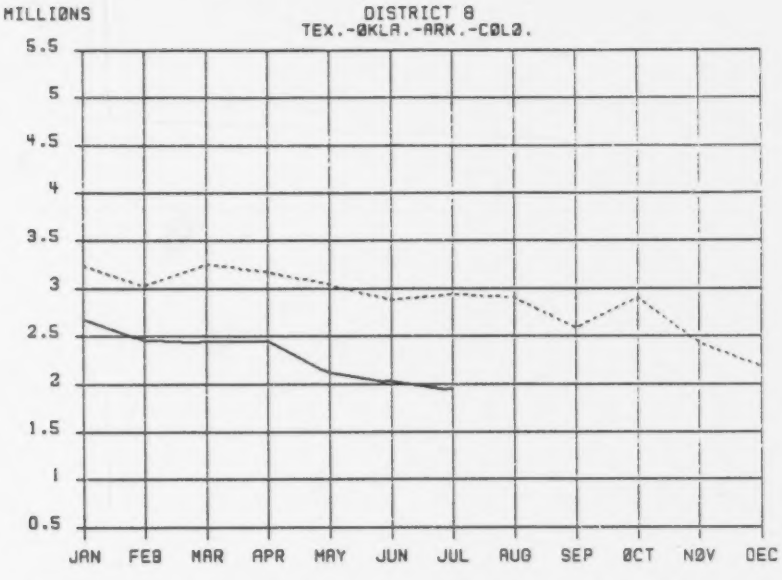
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.0	5.4	8.4	18.4	7.0	7.4	5.8					
% Change	Cumulative	13.0	9.1	8.9	11.3	10.3	9.8	9.3					



		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-9.2	-7.7	-9.7	-0.5	-9.2	-8.3	-6.3					
% Change	Cumulative	-9.2	-8.5	-8.9	-6.8	-7.3	-7.5	-7.3					



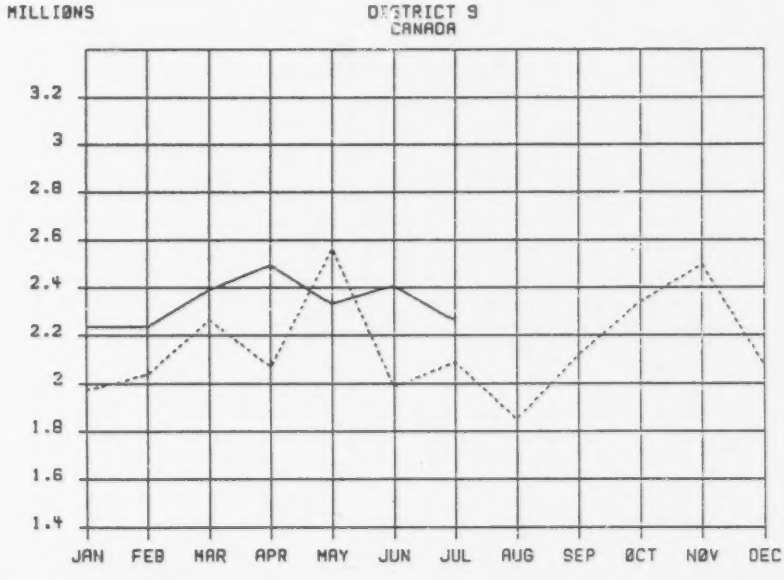
		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	2.6	2.8	2.8	-0.6	-7.2	0.2	1.7					
% Change	Cumulative	2.6	2.7	2.7	1.8	-0.1	0.0	0.2					



1985 - - - -

1986 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	-17.5	-18.8	-24.8	-22.6	-30.3	-29.5	-33.7					
% Change	Cumulative	-17.5	-18.1	-20.4	-20.9	-22.7	-23.8	-25.2					



1985 - - - -

1986 -------

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Gain or Loss	Monthly	13.4	9.7	5.6	20.4	-9.0	21.3	8.4					
% Change	Cumulative	13.4	11.6	9.4	12.1	7.2	9.3	9.2					